

## Contact

[www.linkedin.com/in/erico-paz-a527242](https://www.linkedin.com/in/erico-paz-a527242) (LinkedIn)  
[www.cpqd.com.br](http://www.cpqd.com.br) (Company)

## Top Skills

Telecommunications  
Integration  
Wireless

## Languages

Spanish  
English  
Portuguese

## Certifications

IT Service Management Foundation  
Based on ISO/IEC 20000  
ITIL Foundation  
ITIL OSA - Operational Support and  
Analysis

## Honors-Awards

Excellence Awards - Customer  
Perspective

# Erico Paz

Product marketing for blockchain solutions  
Campinas, São Paulo, Brazil

## Experience

### CPQD

12 years 11 months

Product Marketing Leader for Blockchain Solutions  
August 2021 - Present (2 years 11 months)  
Campinas, São Paulo, Brasil

### Senior Business Consultant

August 2011 - July 2021 (10 years)  
Campinas

#### Activities:

- Economic and financial analysis of projects and products,
- Data mining and data analysis with Microsoft Power BI
- Creation of simulation models to support decision-making for business enterprise and technical projects using Excel.
- Business plan creation for new business/projects
- ITIL/Cobit Process Maturity Assessment
- Process mapping using Bizagi

Some relevant projects I worked on

- TIM - Creation of 5 MVP (Minimum Viable Product) for TIM IoT marker. Including demand estimation, product idealization, start-up contact, development management and customer experimentation
- IoT National Action Plan for Brazil – launched by the Brazilian Development Bank (BNDES) and the Ministry of Science, Technology, Innovation, and Communications (MCTIC). Consortium McKinsey, CPqD and Pereira Neto Macedo law officer.
- CPLF Self-Healing project, development and implementation of an algorithmic of optimum self-reconfiguration network.
- CPFL Emotive - A electric mobility program for Campinas city
- ABRADÉE National plan for large scale implantation of Smart Grids
- CEMIG - Cities of the Future Project, a large-scale implantation of Smart Grids technologies in Brazil.
- SINDITELEBRASIL Brazilian Digital Television Transition.

## Qualitest Technologia

### Latin America Solution Architect

February 2008 - July 2011 (3 years 6 months)

#### Activities:

- International experience as pre-sale engineer
- International experience as training delivery
- Coordinate the software systemic integration
- Interface with international partners (Chinese and American)
- Answering to technical elements of RFPs and RFIs
- Make technical presentations to customers (or potential customers)
- Analysis of telecommunications benchmarking reports
- Technical support for post-processing software (Gladiator)
- Technical support to Qualitest field coordinators
- Performance analysis for Voice, Data and SMS networks

## Agilent Technologies

### Engineer

August 2000 - October 2007 (7 years 3 months)

#### Field Engineer

Company: Agilent Technologies

Voscal - Volume on site calibration department

From March 2003 until October 2007

Engineer responsible for test Lab inside Motorola plant, located at Jaguariuna City – SP.

#### Activities:

- Meeting the customer to establish to daily production.
- Coordinate and make test routine to assure the quality of the Motorola instruments.
- Create job plan
- Optimize the resident lab capability and the team work force.
- Provide daily report.
- Generate certification and data reports of tested equipments.
- Develop software to automate process.
- Provide technical support.
- Develop test routine to make sure that the instrument is according to his factory specification.
- Perform physical, fiscal and metrological control of the Agilent standards locate at Motorola plant.

System Engineer

Company: Agilent Technologies

R&D department

From May 2002 until March 2003

Activities:

Author of application notes and practical procedures. The main point of this project was to renew the training material of the Test and Measurement department. This Project was coordinated by English and Germany people.

System Engineer

Company: Agilent Technologies

Service department

From August 2000 until May 2002

Activities:

Instructor of wireless technologies and also instructor of test and measurement equipment.

Technical support by phone.

Pre-sale and post-sale support.

Experience as consultant in cell phones production lines with focus in No trouble Found problem.

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## Education

Universidade Estadual de Campinas

Graduate studies, Financial Economics · (2007 - 2009)

Universidade Estadual de Campinas

Master's degree, Mobile Communication · (1998 - 2000)

Universidade Federal de Mato Grosso do Sul

Bachelor of Engineering (B.Eng.) · (1993 - 1998)